Accelerating Client/Server Implementation

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Client/Server Software Program

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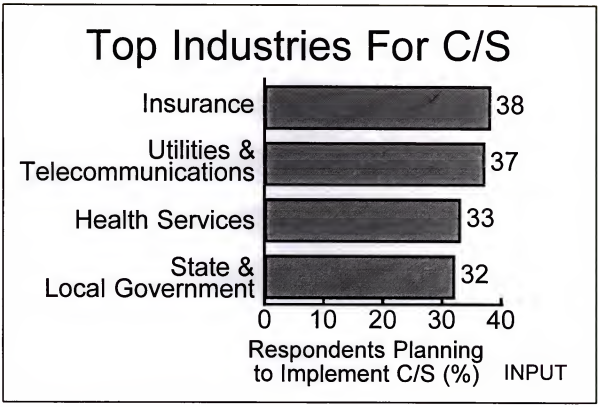

Notes:

Insurance

Document imaging, agency automation and actuarial support are areas of high C/S penetration. Customer records and claims processing are other areas of high C/S activity.

Utilities and telecommunications

Customer service, billing systems, network management and work order tracking are high-growth applications for C/S technology.

Medical

C/S systems improve the quality of information for doctors and administrators. Medical records from different organizations can be integrated using C/S systems.

Least likely to implement C/S

Banking - needs more security, highly specialized systems. This is expected to change with DCE (Distributed Computing Environment from the Open Software Foundation) and similar technologies.

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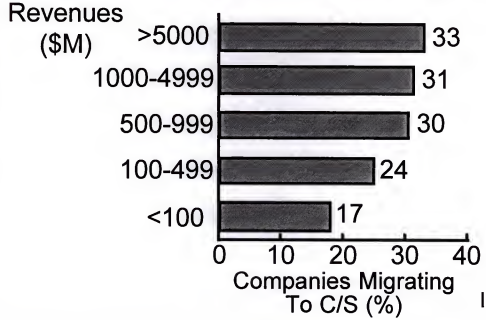
C/S Varies With Company Size



Notes:

In a survey of about 2,000 companies, respondents were asked if they were migrating to client/server (C/S) architectures.

Larger companies are more likely than smaller companies to implement C/S systems.

Many smaller companies can run their businesses on PC networks.

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Why Are Client/Server Projects Delayed?

- Application requirements are misunderstood
- Budget is inadequate
- Code is not managed for re-use
- Development tools are inappropriate
- Enterprise infrastructure cannot handle load

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Notes:

Client/server systems may be awkward to implement because they cross organizational boundaries.

System integrators and hardware vendors have recently made major product announcements to address the above challenges:

Andersen Consulting, Cap-Gemini, Digital Equipment, EDS, Hewlett-Packard, IBM, Sequent, Sun Microsystems

Numerous software suppliers provide development tools for the client/server market, for example:

Borland, Cadre, Computer Associates, Easel, Forte, Gupta, IDE, Informix, Intersolve, LBMS, Micro Focus, Microsoft, NeXT, Oracle, ParcPlace, Popkin Software, Powersoft, SAP, SAS, Seer, Software AG, Sybase, Trinzic, Uniface

Enterprise networks, PCs, servers and storage devices must match the application performance requirements.

Industry innovators will explain how their customers have addressed the above problems and overcome some of the development obstacles that can slow a project.

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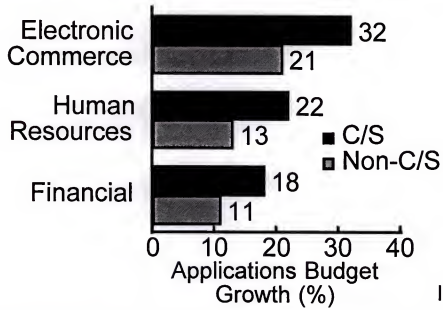
Client/Server Budget Growth



Notes:

INPUT survey of 2,274 users across vertical markets.

In almost all applications C/S budgets are larger and growing faster than for other architectures.

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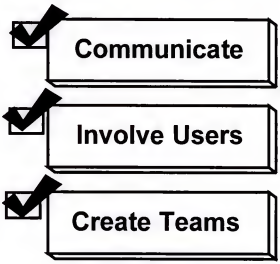
Implement C/S Systems Faster



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Notes:

Communicate

Videoconferencing and electronic mail improve communications between sites. Programming environments that enable programmers to send trouble reports to each other early in development also reduce costs. Easy access to software components is essential to support code reuse. Invest in and manage high-quality source code management systems, data repositories and encyclopedias.

Involve Users

Increasingly IS departments provide the infrastructure and coordinate resources for enterprise projects. Train users to create their own screens and reports using client/server tools.

Create Teams

Form teams of vendors, IS management and users. Object-oriented programming encourages experts to create objects, novices to modify them and others to integrate them.

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- **Software and Services Market Forecasts**
- **Software and Services Vendors**
- **U.S. Federal Government**
  - Procurement Plans (PAR)
  - Forecasts
  - Awards (FAIT)
- **Commercial Application (LEADS)**

CUSTOM PROJECTS

For Vendors—analyze:

- **Market strategies and tactics**
- **Product/service opportunities**
- **Customer satisfaction levels**
- **Competitive positioning**
- **Acquisition targets**

For Buyers—evaluate:

- **Specific vendor capabilities**
- **Outsourcing options**
- **Systems plans**
- **Peer position**

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Notes:

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